



Issues associated with placement of call/RFP by Federal Agency

Ground Rule Considerations

1. Who is the call/RFP directed to? (technical or procurement)

- **If technical, how is procurement notified, and how do we prevent up front action by technical community that might later prejudice the procurement process?**

2. Is cost sharing required?

3. Is there special consideration for Small Business/Small Disadvantaged Business, Universities or Non-Profit?

4. Is there a preference for Consortia, Alliances, Joint Sponsored Research or Cooperative Agreements (all partnering varieties)?



***Issues associated with placement of call/RFP by
Federal Agency, (cont.)***

- 5. Is an existing Contract to be modified for use?**
- 6. When do CICA/FAR requirements kick-in?**
- 7. Is the proposal/submission schedule workable?**



Issues Relating to Process of Obtaining Partners

- 1. Center Responsibility - Does Procurement or technical issue the call for partnering proposals?**
- 2. Is it intended that the SOW be developed after selection, collaboratively by Center and selected partner?**
 - If so, what information should prospective partners include in their Statement of Capability?**
 - If not, what is the degree of collaboration on content of proposals with partners?**
 - Who is the final decision maker?**
 - Who will integrate the joint proposal (for forwarding to the selecting Agency)?**
- 3. What are the core issues that must be included in the synopsis/call for partnering proposals?**



Issues Relating to process of obtaining partners

- 4. Is there any funding at this time?**
- 5. What evaluation process will be used?**
 - **What partner evaluation criteria will be specified in the synopsis?**
 - **How is the Evaluation Committee structured and process documented?**
 - **What is upper management involvement?**
- 6. What strategies to accomplish the procurement action are decided upon (i.e. draft model contract, cooperative agreement, SAA or an existing instrument)?**
- 7. When will they be initiated?**



RevCon Non-Quick Start **(LaRC NRA)**

Glenn Approach

- 1. Assumed all FAR and CICA requirements for competition in the selection of partners was accomplished prior to submission of the joint proposal and selection for award.**
- 2. Proper synopsis language, evaluation criteria and selection process are critical in supporting this assumption.**
 - Prospective partners clearly notified in synopsis that once selected, there will be no further competition or notification published by the Center.**



RevCon Non-Quick Start **(LaRC NRA)**

- **Technical capabilities, cost monitoring and control systems and past performance all are criteria for evaluation and selection.**
- **Evaluation Teams appointed, proposals objectively evaluated and scored against the published criteria and consensus final evaluation scores and rating presented to the SSA for Best Value selection.**
- **Appropriate documentation prepared and approved.**



Comparison of Approach for Partnering

Glenn Approach

1. Synopsise for partners
2. Select partners
3. Write/submit joint proposal
4. Joint proposal selected for award
5. Negotiate/definitize partner relationship

Langley Approach

1. Synopsise for partners
2. Select partners
3. Write/submit joint proposal
4. Joint proposal selected for award
5. Write/Approve JOFOC
6. Synopsise non-competitive acquisition
7. Negotiate/definitize partner relationship